

Message Text

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PAGE 01 BANGKO 11148 221234Z

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SUBJ: COMMERCIAL FISHERIES TRADE MISSION TO BANGKOK AUG 22-27,
1976

A) STATE 89362, B) 74 BANGKOK 8000, C) 75 BANGKOK 25353

1. CONVEYORS (EDWARD J.MOE INC.) AND FISH FARMING (HERZOG HART CORP.) MAY FIND LIMITED MARKET IN THAILAND. AN NUMBER OF FISH LANDING FACILITIES ARE CURRENTLY UNDER CONSTRUCTION AND BEING PLANNED BUT THE HANDLING OF THE CATCH IS LIKELY TO BE TRADITIONAL RATHER THAN MODERN. CONVEYORS MIGHT FIND GREATER POTENTIAL IF NOT LIMITED TO THE FISHING INDUSTRY.

2. FISH FARMING IN THAILAND IS IN ITS INFANCY AND POTENTIAL OPPORTUNITIES IN THIS AREA ARE LIKELY TO ACCRUE TO THE JAPANESE WHO HAVE BEEN VERY ACTIVE IN THE TECHNOLOGICAL DEVELOPMENT OF FISH FARMING IN THAILAND.

3. SHRIMP BOATS AND FISHING TRAWLERS ARE FABRICATED IN THAILAND. WOOD IS GENERALLY USED IN THE CONSTRUCTION OF THE TRAWLERS WITH INCREASING USE OF FIBERGLASS. A REASONABLE GOOD POTENTIAL IS BELIEVED TO EXIST IN THAILAND FOR VESSELS LARGER THAN 30 METERS. THERE IS INTEREST IN LICENSE AGREEMENTS FOR THE PRODUCTION OF FISHING VESSELS. AT LEAST ONE AMERICAN COMPANY IS ALREADY DOING A GOOD BUSINESS IN SELLING REFRIGERATION EQUIPMENT FOR FISHING VESSELS.

4. PRESUMABLY, MARINE PROPULSION EQUIPMENT (MATHERS CONTROLS INC.) INCLUDES MARINE ENGINES WHICH WOULD FIND A GOOD MARKET IN

UNCLASSIFIED

PAGE 02 BANGKO 11148 221234Z

THAILAND. THE PARTIALLY ADB FUNDED FISHERIES DEVELOPMENT PROJECT

(REF C) ALONE REPRESENTS POTENTIAL SALES OF 450 30/60 HP ENGINES, 30 60/90 HP, 100 135/210 HP AND 3 240 HP ENGINES TO EQUIPMENT AND MODERNIZE 583 VESSELS OF THE FISH MARKETING ORGANIZATION. THAILAND ALSO POTENTIALLY REPRESENTS A GOOD MARKET FOR FISH FINDERS, NAVIGATIONAL AND COMMUNICATION EQUIPMENT AND OTHER MARINE ELECTRONICS.

5. SOME OF RTG PLANS REPORTED REFTTEL B HAVE BEEN IMPLEMENTED BUT WITH THE NEW FISHERIES DEVELOPMENT PROJECT, A GREATER POTENTIAL IS BELIEVED TO NOW EXIST FOR MARINE PROPULSION EQUIPMENT.

6. TEN SINGLES AND ONE SUITE HAVE BEEN TENTATIVELY RESERVED AT BOTH THE SHERATON-BANGKOK AND THE SIAM INTERCONTINENTAL HOTELS. THE SHERATON CONFIRMS NET RATES AT 2 217.10 BAHT (\$109.22) FOR ITS 2 BEDROOM ROYAL SUITE AND SINGLES AT 475 BAHT EACH. THE RATES QUOTED BY SIAM INTERCONTINENTAL WERE 2700 BAHT (\$133) FOR THE SUITE AND 620 BAHT (\$30.54) FOR SINGLES TO WHICH A 25 PC DISCOUNT IS APPLICABLE PLUS 18.5 PC FOR TAX AND SERVICE CHARGE. BOTH HOTELS OFFER ADEQUATE FACILITIES FOR TM. DEPARTMENT'S ADVICE ON CHOICE OF HOTEL IS REQUESTED ASAP FOR THE UNWANTED ACCOMMODATIONS HAVE TO BE RELEASED PROMPTLY. WE WOULD NOTE THAT EMBASSY COMMERCIAL SECTION WILL HAVE TWO FREE OFFICES AVAILABLE FOR RECEIVING BUSINESS VISITORS.

7. MISSION'S ADVANCE OFFICER SHOULD PLAN TWO FULL WORKING DAYS IN BANGKOK PREFERABLY SCHEDULED SIX WEEKS PRIOR TO MISSION'S ARRIVAL.
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